

EXPLAINS RED CROSS SOCK-KNITTING PLAN

Harvey D. Gibson, Bank President, Undertakes Mammoth Work for the Organization.

CHANGES DUE TO WAR

From running a New York bank to directing the work of knitting millions of socks is a big jump, but knitting is just one of the details that has come under the direction of Harvey D. Gibson, president of the Liberty National Bank of New York, and now general manager of the American Red Cross. Mr. Gibson's big job, of course, was the reorganization of the American Red Cross on a scale that would be commensurate with the war demands made upon it and its five million members.

"I have fought, bled and died for those knitting instructions," said Mr. Gibson, referring to the circular containing knitting instructions, the first job of the woman's bureau. "The circular went out 500,000 strong, and right away by the first mail came back 5,000 letters saying these instructions were wrong. Everybody picked on the socks, because they said their own way of knitting them was the right way and the instructions were wrong."

"I went up to my home in New Hampshire, where I have a wife, a mother, a sister and an aunt, who know how to knit. And I asked each of them to knit me a pair of socks. They did; they finished them, and they were not like at all, and each said the three others were no good. I went to my wife and asked her to knit me a pair of socks by the Red Cross knitting instructions; she did and they worked just as well as the four other pairs."

Socks the Things Wanted.

"So I went back to the woman's bureau and told them that it seemed to me that we should get very far if we tried to tell every woman in the United States how to knit socks, for no difference what we told her she would knit them her own way anyhow, and what we wanted was socks, so we decided if she did know how to knit, she would do it her way, and if she did not know, she would have to have instructions. And the Red Cross instructions were as good as those which had been issued in Chicago, just so the women knit plenty of socks."

"The reorganization of the Red Cross is quite interesting," said Mr. Gibson, referring to his specialty. "Before the war started, the Red Cross had about forty employees; most of them were in Washington. We had an 'incoming mail' of about 100 letters a day, and every day many of these employees would sit about a table and open these letters and have a kind of town meeting and talk these letters over and answer them."

"Then the war opened; from 100 letters a day the mail jumped to 15,000 every single day and the force grew to 738 employees. They did not know much about the Red Cross, but each one had a good idea of the big matters of policy that had to be decided. About the same time that this was going on the chapters increased from 200 to 3,500, the membership from 200,000 to about 5,000,000. We were doing a tremendous amount of work, and had grown with reorganization into a corporation which was the largest humanitarian organization in the world. "A corporation with six or seven thousand branch offices, with two or three million employees, represented by the workers, doing an annual business of \$15,000,000. We decided that the best possible way to handle this was to divide the country into sections; place at the head of these sections a business man."

Each Request Investigated.

"We all are very much interested in the war fund. This fund, during the week we raised it, totaled \$102,000,000 pledged, in addition to the nineteen or twenty millions declared in dividends. But a very small portion of the dividends was turned in. When this money is used it is appropriated by what is known as the appropriation system. When the Red Cross missions which are in Europe require money they send in a request to Washington for that amount of money and designate for what it is required. It is investigated by two committees and then passed on to the war council, and if it approves the money is appropriated and turned over. The war committee is the official auditor of the Red Cross. Thus far, today, of the \$102,000,000 we have collected \$30,000,000. This has been deposited in banks in the United States. We have returned to the chapters \$9,000,000, leaving a balance unappropriated of about \$30,000,000."

"We have here in Washington about thirty-nine bureaus which represent the Red Cross. These are in the hands of thirty-nine volunteers. We had a dinner the other night and these thirty-nine men attended. We discussed several criticisms of the Red Cross which had been made. Some of them were vicious and others were ridiculous. In the course of the dinner we decided two things: First, that we were going to call each other by our first names, and that from that minute on we were going to try to operate the Red Cross on a basis of 90 per cent common sense and 10 per cent instructions. It took about 90 per cent of the 90 per cent in organizing a woman's bureau, whose first job was the issuance of the knitting instructions."

TO CONFER ON WAR RELIEF.

Red Cross Auxiliary Plans Meeting for Tuesday Night.

The newly formed Women's War Relief Association and Red Cross Auxiliary of the Department of Agriculture is to hold a mass meeting at the new Central High School auditorium Tuesday night at 8 o'clock, when plans of the organization are to be announced.

Mrs. David F. Houston, wife of the Secretary of Agriculture, has been elected president of the organization. Other officers are Mrs. Carl F. Vrooman, vice president; Miss L. E. Riney, chairman of the executive committee; Miss Cornelia P. Lyne, treasurer, and Mrs. Edith Gardner, secretary. Mrs. Assistant Secretary Vrooman of the Department of Agriculture is to speak. Other speakers include Mrs. Archibald Hopkins, John W. Davies, Dr. A. J. McKelway and Walter S. Uford.

There is to be music by the United States Marine Band and a chorus composed of Department of Agriculture employees.

Corp. W. J. Rawlins Dies.

Word of the death of Corp. W. J. Rawlins of the Quartermaster Corps, stationed at Fort Sam Houston, Tex., has been received by his parents, who but recently moved here from Texas. They live at 1362 Oak street. Aside from the fact that the death of the son resulted from an accident, the family has no details of the tragedy. Funeral services are to be held at Arlington. A sister, Miss Harriet Rawlins, is an employee of the Treasury Department.

Four thousand Grand Trunk conductors, brakemen and other employees will get the eight-hour day and an increase in pay as a result of an agreement between the officials of the trainmen's organizations and the company.

Your Government Asks You to HELP

HECHT & CO. wishes to lay particular stress upon the Government's request that you SHOP EARLY, MAIL EARLY. No more patriotic duty may be performed by the people of the District, of the surrounding states, of the entire commonwealth than to heed this plea.

Consider this matter as a patriotic duty, not as a selfish request from any store.

\$2.50 a Week



Over There and Over Here

OUR boys, your boys, went away to France with a song on their lips and a song in their hearts. It was a song to "keep the home fires burning"—A "send me away with a smile song."

Have you music in your home? If not, you are not keeping the home fires burning.

Won't you come in and allow us to explain how?

\$2.50 a Week Buys
a Fine Player-Piano

THE Playotone is a splendid player-piano made by the makers of the famous Hardman, the official piano of the Metropolitan Opera Co., New York City. What more do you need to know of its quality or tone.

A PLAYOTONE or any other new piano or player is sold to you upon the lowest possible terms. We will give you the piano paid up in full, if the purchaser dies before all payments have been made. Allow us to explain the details.

Children's "Holeproof" Shoes; Wear Guaranteed

YOU may depend Holeproof shoes must be good enough to guarantee or else we would not have the temerity to make the above statement. If a pair fails to give satisfactory wear a new pair awaits you here without comment.

Holeproof Guaranteed Shoes

—For Girls

Sizes 1 to 5, \$1.50 to \$2.50.
Sizes 4 to 6, \$2 to \$3.50.
Sizes 5 1/2 to 11, \$4.75.
Sizes 11 1/2 to 2, \$3 & \$5.
Growing Girls' Holeproof Shoes, sizes 2 1/2 to 7, \$3.50 to \$5.00.

—For Boys

Sizes 9 to 13, \$2.50 to \$3.75.
Sizes 1 to 5 1/2, \$2.50 to \$5.00.
Sizes 9 to 13 1/2, \$2.50.
Sizes 1 to 5 1/2, \$3.00.



Hecht & Co. Helps by Publishing This Notice

THE GOOD WOMEN of Washington, under the guidance of Clarence Wilson, are making a diligent canvass of the households of the District to get the need of the Food Conservation thoroughly understood and appreciated.

Hecht & Co. is ready in any way to assist in this or any other patriotic movement, and takes this space at the head of its advertisement to urge hearty co-operation with Mr. Wilson and his splendid committee.

No Interest to Pay



Will There Be a Grafonola in Your Home Christmas

AND there should be a Grafonola in your home this Christmas. We are sure there would be if you knew how simple it was to get one and how easy it was to pay for it. For we charge no interest on your balance and you may get it on these terms:

10 Days' Trial and Nothing to Pay Down

WE allow 10 days' trial, because we know when you once have the Grafonola in your home you will want to keep it.

AND we ask you to pay nothing down on it in order that you will readily agree to have a Grafonola sent home on trial.

Hear the Premier Tenor—Lazaro

PAGLIACCI is probably best remembered by Lazaro's splendid singing (of Vesti La Giubba) "On With the Motley." You should hear this premier tenor; you should hear how the Grafonola reproduces his voice with all the artistic shadings and the orchestra accompaniment. Lazaro is but one of the many artists who have chosen the Grafonola as the most perfect of all photographs.

and now 100 more coats

Many of Them Have Rich Fur Trimmings

go at \$21.75 though worth \$27.50 up

YOU women will want these \$27.50 and \$29.50 coats when you know that to the already large selections we have added over 100 coats, most of which have deep fur or fur fabric collars and trimmings. The details need not be told here. Suffice it to say—every coat is good, new and worth more, much more, than \$21.75.

Rich Fur Sets, Neckpieces, Muffs and Coats

AND after Thanksgiving—Christmas. So we want you to know that all our furs, including foxes, wolves, lynx, taupe, coney, near or Hudson seal, imitation mole and kolinsky or novelty moulton, may be had in special boxes for gift giving. You will find all our furs to be honestly named, reliably dyed and faultlessly trimmed.

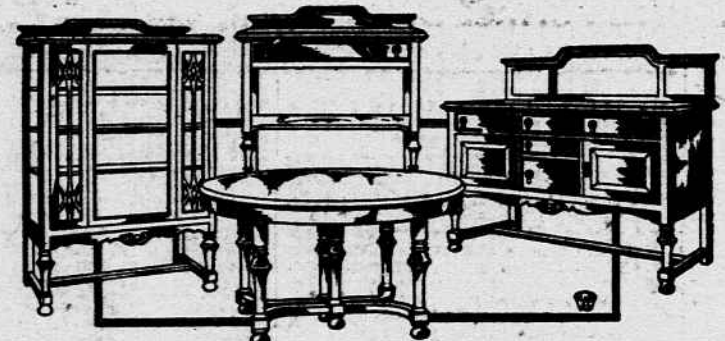
Fox and Wolf Scarf, \$21.75
silk lined and trimmed with head, tail and paws, some have silk neck quilling; fasten with chain and snap. Colors: taupe, Poiret and black.

Hudson Seal Muff, \$12.75
made of luxurious silky Hudson seal; very good size and lined with silk ruffe to edge, finished with large celluloid wrist ring.

Cat Lynx Scarf, \$22.75
animal scarf, silk lined, and barrel muff, finished with wrist ring; a very rich set for the money.

Red Fox Scarf, \$29.85
beautiful American red fox; full animal scarf, trimmed with natural head, tail and feet, crepe de chine lined; fastens with chain and snap.

Furniture for the Home in General and Your Dining Room in Particular



A Dining Room Suite of Quality

WE wish, particularly, to emphasize the quality of these four pieces. In either mahogany or American walnut.

Convenient Terms Arranged



A Three-Piece "Two in One" Suite

THIS is one of the popular suites that make a couch into a full size bed "at a touch." Frame either in mahogany finish, fumed or golden oak.

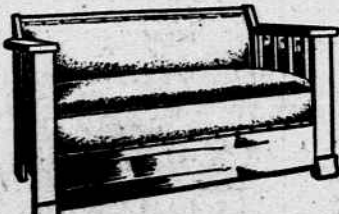
Convenient Terms Arranged



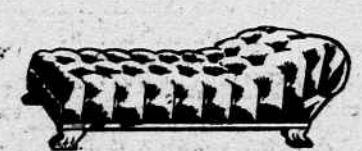
A Suite With Chifforette

THIS suite can be had in mahogany or American walnut, with a chifforette and triple-glass dressing table, as shown.

Convenient Terms Arranged

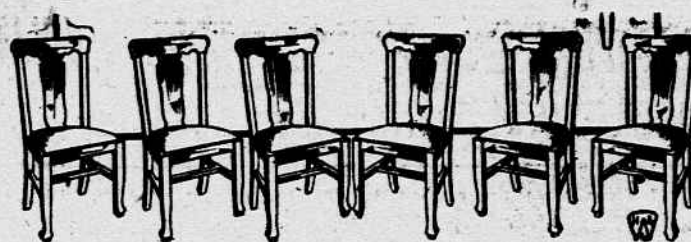


Genuine Karpis Davenport—A well made davenport, which, due to its "Duo-fold" construction, readily may be used as a full-size bed. Frame of fumed oak or mahogany finish.



Tufted Sofa

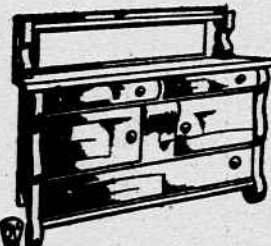
A big, good looking sofa that will give good wear. Covered with durable imitation leather over strong steel springs.



This Set of Slip-Seat Diners

GOLDEN Oak Diners like these, with box-frame construction and slip seats (covered in black imitation leather), have advanced in price. But our present stock goes special—while they last—at \$14.75 for a set of six.

Convenient Terms Arranged



Golden Oak Buffet

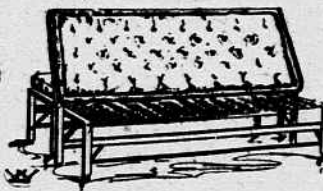
LARGE Buffet, exactly like cut; made of polished golden oak; has long mirror back, large silver and linen drawers; Colonial pattern.

Convenient Terms Arranged

An Englander Folding Couch

FOR emergency use—or for continued use—an Englander Couch like the one at the right cannot be improved upon. Our price includes mattress, exactly as shown.

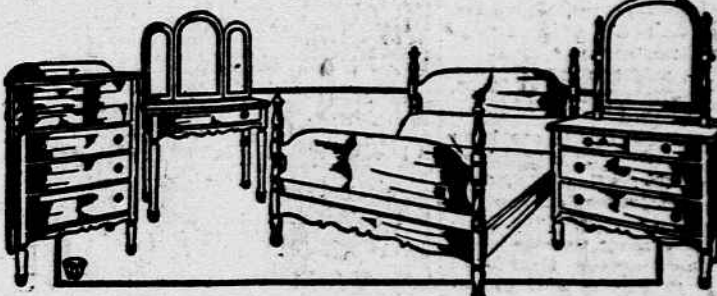
Convenient Terms Arranged



A 10-Piece Queen Anne Suite

A VERY dignified suite, of which we show large buffet, table, serving table, china cabinet, arm chair and side chair—omitting the other four side chairs. May be had in mahogany or American walnut.

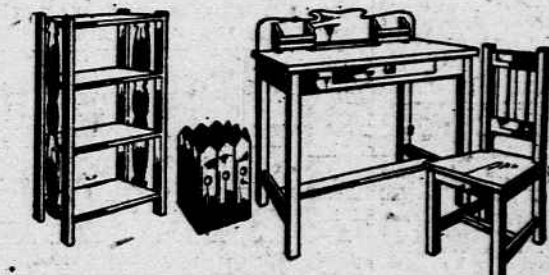
Convenient Terms Arranged



Featuring a Poster Bed Suite

THESE suites are made of carefully selected golden oak, following exactly the design which our artist pictures above. It is an exceptional value at our Thanksgiving special price.

Convenient Terms Arranged



A 4-Piece Living Room Suite

JUST think of it. These four pieces—writing desk, chair, magazine rack and waste basket—all in handsome fumed oak—for this small sum.

Ideal for a Boy's or Girl's Room.
Convenient Terms Arranged



Rayo Lamp
\$1.98
Made by the Standard Oil Company. Price includes lamp, shade and chimney.



6-ft. Ladder
This davenport, which, due to its "Duo-fold" construction, readily may be used as a full-size bed. Frame of fumed oak or mahogany finish.



Washstand Set
\$1.95
Very convenient in any bedroom. Stand, bowl and pitcher in white enamel.

Hecht & Co.

Seventh Street Between E and F